

Message Text

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PAGE 01 STATE 017678
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INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/OIM/CKONKEL/JLS
APPROVED BY EB/OCCA:ALZUCCA
COM/BED/OIM/RGARNITZ
STATE/AF/EPS/JWHITE

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R 232123Z JAN 78
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS
AMEMBASSY NAIROBI

UNCLAS STATE 017678

E.O. 11652: NA

TAGS: BEXP: XA

SUBJECT: AFRICAN COMMERCIAL OFFICERS CONFERENCE: PANEL
DISCUSSION LEADERS

FOR HARVEY CLEW, LAGOS; LARRY WILLIAMSON, NAIROBI

1. IT IS PROPOSED THAT HARVEY CLEW (LAGOS) SERVE AS DISCUS-
SION LEADER FOR PANEL OF THE WHOLE NO. 3-A "GENERAL MANAGE-
MENT OF THE COMMERCIAL SECTION--INCLUDING COUNTRY COMMER-
CIAL PROGRAMS AND COMMERCIAL ACTION PROGRAMS" (LARGE POSTS)
AND THAT LARRY WILLIAMSON (NAIROBI) SERVE AS DISCUSSION
LEADER FOR PANEL OF THE WHOLE NO. 3-B (SMALL POSTS)
(FEB. 23, 1330-1500).

2. EACH OFFICER'S FORMAL PRESENTATION SHOULD TAKE APPROXI-
MATELY 10-15 MINUTES TO ALLOW TIME FOR FULL GROUP DISCUS-
SION. PLEASE CONSIDER ADDRESSING, BUT DO NOT CONFINE
YOURSELVES TO, THE FOLLOWING QUESTIONS EITHER IN YOUR
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PRESENTATION OR DURING THE ENSUING DISCUSSION PERIOD:

A. WHAT TECHNIQUES HAVE PROVED USEFUL TO POST CCP AND CAP
MANAGERS IN MONITORING AND MAINTAINING CONTROL OF PERSONNEL
AND FINANCIAL RESOURCES IN PURSUING PLANNED OR REVISED

COMMERCIAL ACTIVITIES? WHICH OF THESE TECHNIQUES OR OTHER

MEASURES SHOULD BE CONSIDERED FOR USE BY CCP OR CAP
PROGRAM MANAGERS?

B. WHAT PROCEDURES HAVE BEEN ESTABLISHED AT THE POSTS FOR
WORKING WITH BUDGET AND FISCAL OFFIERS TO RECORD AND
IDENTIFY CCP OR CAP RELATED EXPENDITURES? WHAT IS BEING
TO ASSURE THAT POST BUDGET SUBMISSIONS INCLUDE COMMERCIAL
PROGRAM REQUIREMENTS?

C. HOW COULD CCP QUARTERLY REPORTS BE USED TO PROVIDE THE
WASHINGTON COMMERCIAL ACTION GROUP WITH GREATER INSIGHT
INTO THE POSTS' COMMERCIAL ACTIVITIES?

D. DRAWING UPON YOUR MANAGEMENT EXPERIENCES, CONSIDER AND
DISCUSS TECHNIQUES YOU HAVE FOUND HELPFUL AND RECOUNT ANY
PROBLEMS ENCOUNTERED AND HOW THEY WERE RESOLVED. SHOULD
THE LARGER COMMERCIAL SECTION BE ORGANIZED BY FUNCTIONS,
INDUSTRY SEGMENTS, ISSUES, OR GEOGRAPHIC TERRITORY?

E. SPECIAL EMPHASIS SHOULD BE PLACED ON THE BENEFITS OR
DRAWBACKS OF AFRICAN POSTS DEVELOPING ADDITIONAL CAP
DOCUMENTS.

3. WE BELIEVE MESSRS. CLEW AND WILLIAMSON ARE PARTICULARLY
QUALIFIED TO LEAD THIS PANEL DISCUSSION AND LOOK FORWARD
TO AN INTERESTING AND INFORMATIVE SESSION.
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4. MESSRS. CLEW AND WILLIAMSON ARE REQUESTED TO CONFIRM
THEIR WILLINGNESS TO LEAD THIS PANEL DISCUSSION BY COB
JANUARY 25, 1978. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE017678
Document Source: CORE
Document Unique ID: 00
Drafter: BED/OIM/CKONKEL/JLS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780034-1136
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1978/newtext/t19780133/aaaabbmktel
Line Count: 98
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
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Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 16 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3729725
Secure: OPEN
Status: NATIVE
Subject: AFRICAN COMMERCIAL OFFICERS CONFERENCE: PANEL DISCUSSION LEADERS FOR HARVEY CLEW, LAGOS; LARRY WILLIAMSON, NAIROBI
TAGS: BEXP, XA
To: LAGOS NAIROBI
Type: TE
vdkgvwkey: odbcc://SAS/SAS.dbo.SAS_Docs/8bf824e1-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014